

SPECIAL REPORT:

The SEVEN Biggest Mistakes Beginning Real Estate Investors Make... And How to Avoid Them!

Mistake #7 Seeing other Investors as Competition

Many beginning investors see other investors as competition. Some beginning investors express concerns such as, "If I find a deal, another investor may steal it right out from under me," or "I wouldn't work with another investor because we'd be competing for the same properties." Yet, in reality, neither of these is likely to be true.

Forming relationships with other investors is a positive thing. Other investors may become partners with you on future projects. They may also share resources or knowledge with you. And they may pass on deals to you that are good investments but that they can't take on for one reason or another. There comes a time in most successful investors lives where they have too many properties to focus on and actually have to turn down deals. This is where you could benefit!

SOLUTION: Network with other investors. Attend Real Estate Investing meetings or seminars in your area. Call other investors who list the "We buy houses" ads in the paper and network with them. Take an investor out to lunch. But be careful who you choose to be your mentor. (Read Mistake #1)

If you are a beginning investor it is CRITICAL to team up with successful investors. They can save you a lot of time and grief. They can be a great support system and help you be accountable. They can put you in touch with other members of their team. And you may even be able to "partner" on a deal with them!

Read on to find out how you can tap into an established network of successful real estate investors who will help you find (and maybe even fund) and profit from real estate deals...

Mistake #6

Getting Emotionally Attached to a Property

Real estate investing is a “numbers game”. As investors, we have to take our emotions out of the deal. (This doesn’t mean that we aren’t empathetic to a seller’s situation, though.) While we care about the owner and their situation, we (as investors), cannot make offers based on our emotions or attachments. We have to make offers based on numbers and feasibility. We can’t buy a house because of the cute tiling in the bathroom. The numbers have to make sense!

Investors have tragically lost money on deals when they were emotionally attached to a property. As investors, we make our money when we buy a property, but if you are emotionally attached to a property then you may buy on impulse, or pay more than you would normally.

SOLUTION: If you’re emotionally involved or attached to a property or situation; bring in an outside partner to help negotiate the deal. Ask an impartial partner to work on the deal with you. This is where a team of established investors can help because they’ve been there and have learned from their mistakes and can help save you from this trap!

Mistake #5

Giving up too Early

Sometimes beginning real estate investors think that they have found the deal of the century, only to be disappointed when the numbers don’t work out or when someone else beats them to the punch. This happens! When this happens, the beginning investor often gives up, or thinks that they won’t be successful at real estate investing or that they’ll never find another deal.

Real estate investing involves persistence and a positive attitude. Real estate investing is a numbers game and it often takes time before people start to realize the “fruits of their labor.” During this time, it is easy to give up, especially if you haven’t seen any results or had any successes. But the riches go to the investor who persists.

SOLUTION: Remind yourself that deals are like buses, if you miss one, you can always catch the next one! And remember that every “No” leads you closer to your next “Yes.” It only takes one really great deal to make a month or two of effort worthwhile!

Also, it is important to surround yourself with successful investors. They can help you through these tough times. You can see how their persistence paid off. They can remind you that they were once in your shoes and tell you how they overcame these challenges.

Mistake #4

Allowing yourself to burn out...

Many beginning real estate investors get burned out and overwhelmed quickly in the beginning. They try to get their hands into everything and often don't see any results right away, so they spin more circles and burn out! Plus, it is easy to burn out if you're trying to do everything or trying to learn everything.

SOLUTION: Find ways to stay motivated. We suggest finding a partner to team up with. This makes it more fun and also holds you accountable. You can also divide tasks among a partner or team. Maybe you decide to address envelopes to people in foreclosure, and your partner makes the follow up phone calls, etc.

This is where it is also important to tap into a team. If you are working on a deal and have a question, instead of starting from scratch trying to learn every little nuance on your own, you can ask an expert investor his/her advice. Maybe the established investor knows just the right contractor who can help you fix up that flooring so you can re-sell a house for a profit. Or, that investor can lead you to the right form for the type of transaction you're involved in.

Mistake #3

NOT Making Appropriate Use of Time

Many beginning real estate investors waste hours on the phone or driving around neighborhoods looking at houses or searching for property. Or they spend hours designing business cards or letterhead when they should be finding deals first!

SOLUTION: Figure out the best use of your time! Focus your attention on motivated sellers. Pre-screen sellers and property. Through proper screening and asking the right questions, you can find out if the seller at the other end of the call is worth your time and effort.

Many beginning real estate investors also waste precious amounts of time driving around in their cars and getting stuck in traffic. Again, this time can be saved through proper screening of property. Don't

even go look at a property unless you have already determined that the seller is motivated and that the property is a deal!

Why waste time on developing marketing materials and recreating the wheel when there are plenty of examples out there already? (Read on to find out how you can tap into the forms, marketing materials and more of successful investors...)

Mistake #2

NOT having a Continual, Consistent Action Plan

Most people know “WHY” they are getting into real estate investing but they just don’t know “HOW” to do it. A goal without action is futile. A successful real estate investor has a continuous, consistent plan of action that he/she follows daily.

Again, this is a numbers game and daily or weekly activities are necessary to ensure the success of the beginning real estate investor.

SOLUTION: Figure out how much time you can devote to real estate investing. Then figure out a weekly plan of action. Figure out activities that you can do based on the information you have, and put your plan into ACTION. Again, having a team of fellow investors behind you rooting you on, is so critical to your success in the beginning!

Mistake #1

NOT Having a Support Network

The biggest mistake beginning real estate investors make is NOT having a support network—or, trying to do and learn everything on their own. Every deal, every situation and scenario is unique. Often the beginning investor may not know what to do in a situation and may feel overwhelmed. If you don’t have a support network you may be inclined to give up. Especially with all the little nuances involved at the very beginning.

Having a support network—people that can guide you, answer questions you have, encourage and support you—is crucial to your success as a beginning real estate investor.

SOLUTION: Build a support network. Create a team. Don't recreate the wheel, get support from mentors. The MOST important thing to remember when looking for mentors is that they are actually MAKING a successful LIVING from real estate investing!

Many so called mentors sell products that claim to teach you how to invest in real estate. But the key question to ask is, "Are they making the bulk of their money from investing in real estate or from selling products?" Find a mentor that is DOING what you want to do and is SUCCESSFUL at it!

The Money for Properties teachers make a lucrative living from investing in real estate. They have established a network of contacts in the business. They have funding resources. They currently work on multi-million dollar projects each year! Yet, they were once like you!

I was just a regular guy wanting more out of life!

I was just a regular guy working at a "dead end job" who knew there had to be more out there! I had always been an entrepreneur but nothing had really panned out before. I was also tired of just getting by. My parents had struggled all their life to save for their retirement. I didn't want to end up that way. I also wanted to be able to provide for my family and give to my community, so I got involved in real estate investing and in just 15 months I have amassed a secure future for myself and my family. I am also able to give generously to my community.

My biggest obstacle was that I had to learn everything by trial and error and didn't have a mentor holding my hand. I also had to figure out how to come up with the money once the deals were found. But, with our model, you don't have to worry about all of this!

-Chris Baird

I was looking for a place to invest my money

I had just finished law school and started practicing as an attorney. I was looking for a place to invest my money. My dad told me that investing in the stock market was like taking my money to Vegas!

So, I started looking for a secure place to invest my money. After my research, I determined that investing in real estate was the best way to put my money to use. (Especially with the formula's we use for real estate investing!) Now, I only work as an attorney part time and devote most of my time to investing in real estate. I am passionate about teaching other people how to do what we did!

-Chris Schwindt

**Learn how to invest in real estate with
virtually no risk and full support!!!**

You may even be able to use OUR money!

Go to our website NOW to learn more about our amazing real estate investing “model”:

<http://www.moneyforproperties.com>

Click on the “Learn to Invest” link or the “Classes” link.